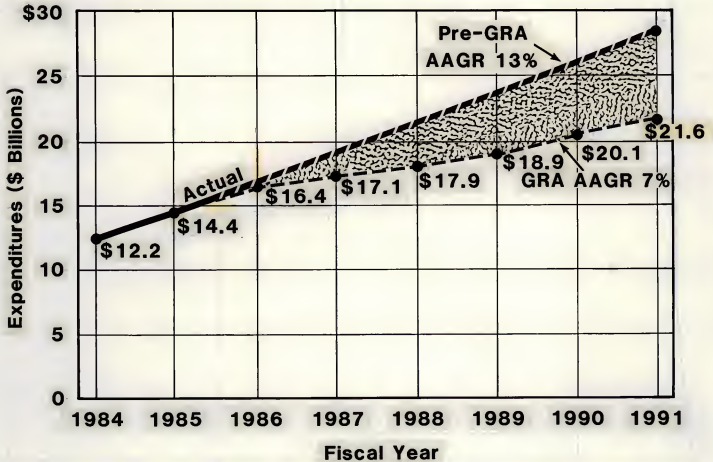


## GRAMM-RUDMAN IMPACT ON FORECAST





# DATACOPI

1968 Concourse Drive  
San Jose, CA. 95131  
(408) 946-9311

## PAGINATION SHEET

Job Description

Special Instructions

Input w/d # 35184

John Frank Presentation

67# Grey

60# White

FRONT BACK

PAGE 1 OF       

<ul style="list-style-type: none"><li>o Federal</li><li>o gov.</li><li>o markets</li></ul> <p>1</p>	<p>2</p>
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67#  
Single

INPUT®

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**FEDERAL GOVERNMENT MARKET**  
**GFY 1986-1991**

**John E. Frank**  
**Vice President**  
**INPUT**

---



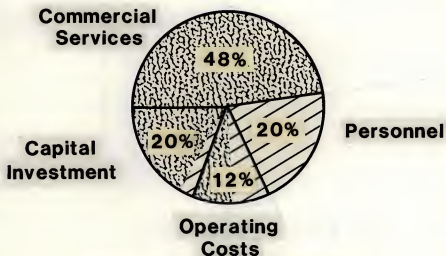
## **FEDERAL GOVERNMENT MARKET FACTORS**

- **Reduced Inflation Rate**
  - **Deficit Control Measures**
    - **Gramm-Rudman Act**
    - **Tax Reform**
  - **Moderate GNP Rate**
  - **Acquisition Reforms**
-





# INFORMATION TECHNOLOGY BUDGET FY87

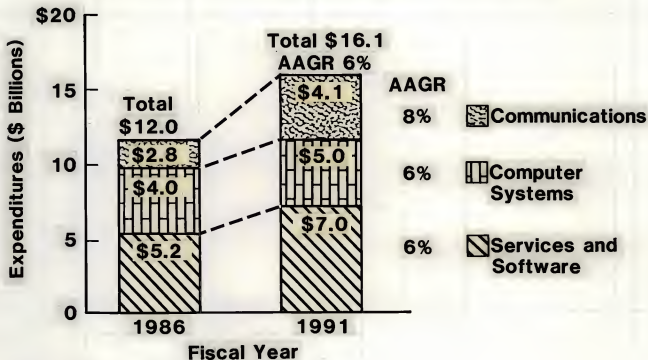


Obligations - \$17.1 Billion  
Contracts - \$12.5 Billion (73%)

■ External Contracts    ▨ In-House

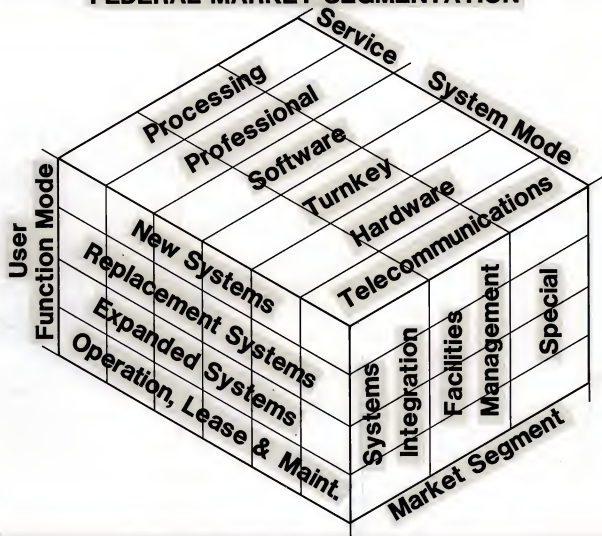


# INFORMATION TECHNOLOGY MARKET



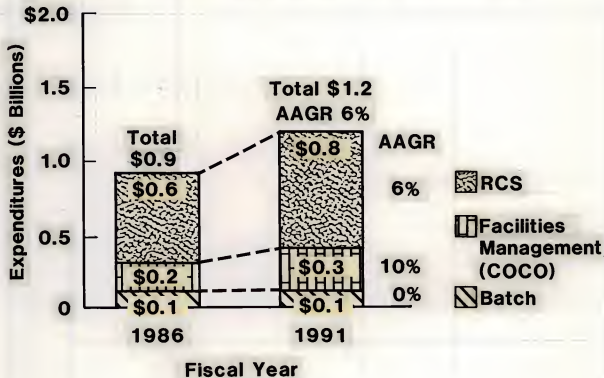


# FEDERAL MARKET SEGMENTATION





## PROCESSING SERVICES MARKETS







## **PROCESSING SERVICES**

- **GSA-TSP/MAS Decline**
  - **Batch Mode Decline in 1990s**
  - **Large HCFA Component**
  - **Distributed Processing Prospects**
  - **Value Added Networks Prospect**
-

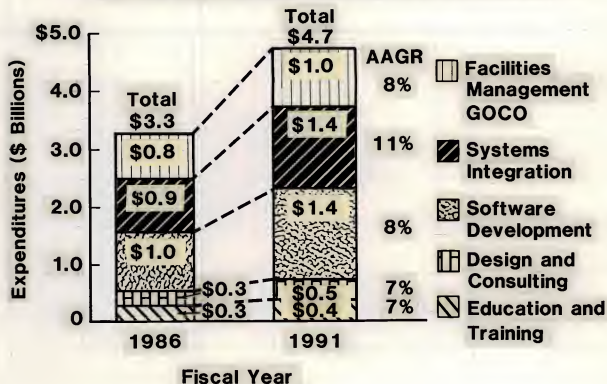


**PROFESSIONAL SERVICES**

- **Growth Supports ADP Rebuilding**
  - **Gramm-Rudman Impacts Growth**
    - **Technical Support**
    - **Training and Education**
  - **Maintains Existing Software Base**
  - **New Technical Solutions**
-

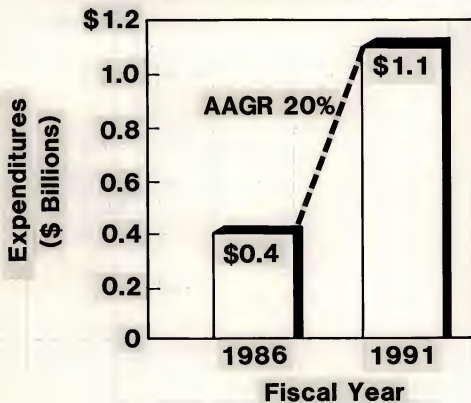


## PROFESSIONAL SERVICES MARKET





## SOFTWARE PRODUCTS MARKET

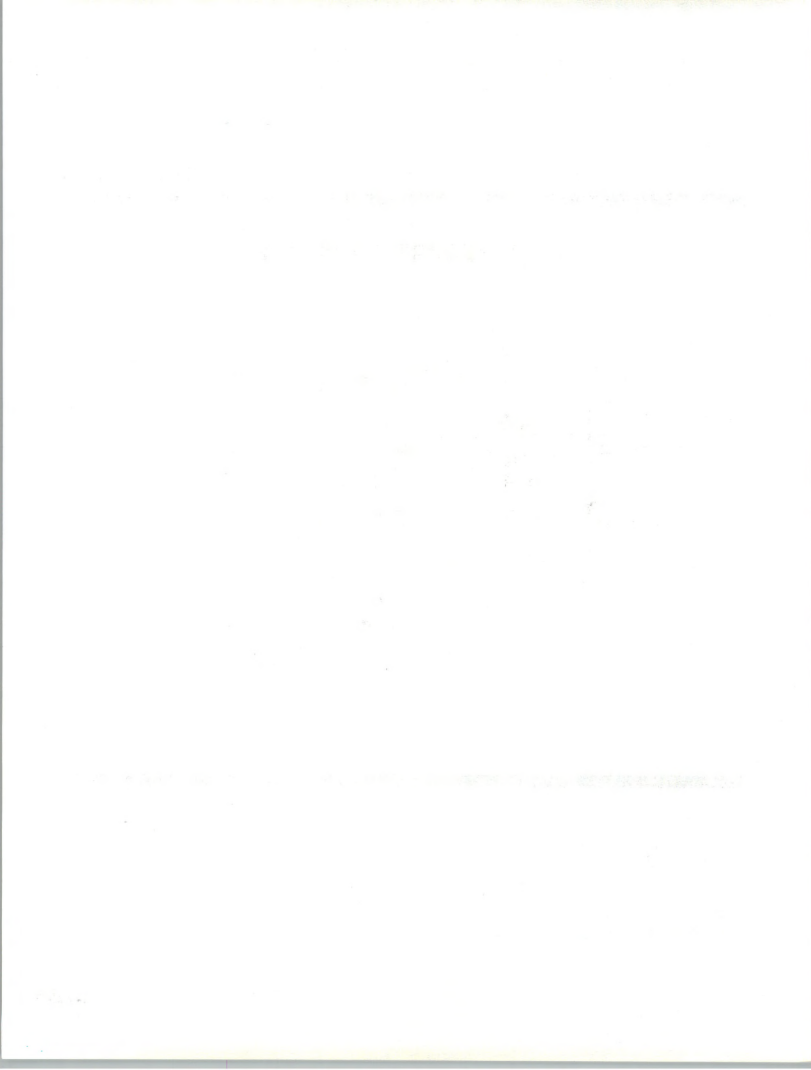


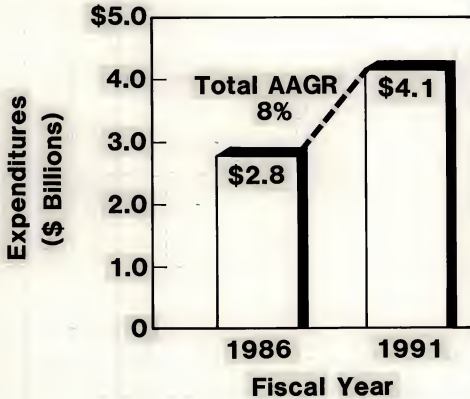




## **SOFTWARE PRODUCTS**

- **Changing Acquisition Practices**
    - **Technical and Data Rights**
    - **Copy Protection**
    - **Site Licenses**
  - **Benchmark and Support Requirements**
  - **Software Productivity Tools**
-



**TELECOMMUNICATIONS MARKET**



## TELECOMMUNICATIONS

- Voice/Data Integration
  - New Technology Acceptance
  - Post-Divestiture Support
  - Systems Integration Preference
  - FTS 2000 Reservations
-



**FACILITIES MANAGEMENT**

- **Cross Service Modes Segment**
  - **PFM/COCO AAGR 10%**
  - **PSFM/GP GOCO AAGR 8%**
  - **1991 - \$1.4 Billion**
  - **Gramm-Rudman Threat**
-

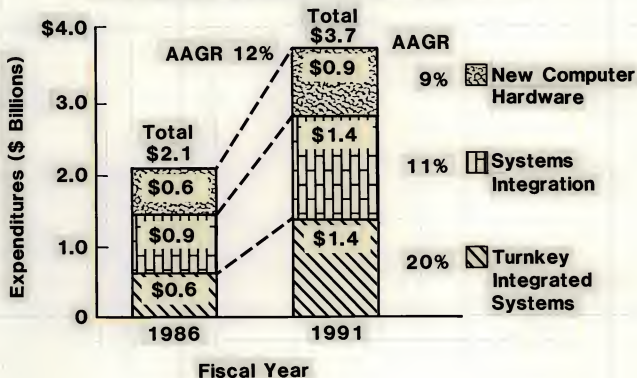
THE UNIVERSITY OF CHICAGO  
DIVISION OF THE PHYSICAL SCIENCES  
DEPARTMENT OF CHEMISTRY

1954  
1955  
1956  
1957  
1958

THE UNIVERSITY OF CHICAGO  
DIVISION OF THE PHYSICAL SCIENCES  
DEPARTMENT OF CHEMISTRY



## SYSTEMS INTEGRATION MARKET





## **SYSTEMS INTEGRATION**

- **Custom Hardware/Software Projects**
    - **Telecommunications**
    - **End-User Involvement**
    - **Post-Implementation Support**
    - **Risk Reduction Contracts**
-



**INTEGRATED (TURNKEY) SYSTEMS**

**● Packaged Hardware/Software Products**

- CAD/CAM/CIM Systems**
  - Training and Simulation**
  - Graphics and Mapping**
  - Financial and Budget Systems**
-



## OFFICE INFORMATION SYSTEMS

- Requirements Contracts
  - Standards Evolution
  - Software/Hardware Acquisition Policies
  - Tiered Networks
  - Security and Privacy Issues
-





## **FEDERAL MARKET ISSUES**

- **FIRMR Amendments**
  - **Defense Acquisition Reforms**
  - **OMB Circulars A76 and A130**
  - **Competition in Contracting Act**
  - **Congressional Micro-Management**
-



## CONCLUSIONS

- Data to Information Transition
  - Integrators Needed:
    - ADP
    - Communications
  - Federal Data Center Competition
  - Price versus Technology
  - Bottom-Line Justification
-



60# white  
single

Job

John E. Frank, President with INPUT, has had over 37 years of experience in the information industry in management and engineering, technology and business forecasting, and marketing, with an emphasis on systems communications and the federal government. He was most recently Director of Planning and Administration at Computer Sciences Corporation's Systems Group, with responsibility for research and preparation of mid- and long-range market plans and business forecasts. Prior posts include Associate Director with ITT Communications Systems, Inc., Project Engineer with Reaction Motors, Inc./Thiokol Chemical Corporation, Electronic Engineer with the U.S. Air Force, and Communications Engineer with Western Electric.

Mr. Frank holds a B.S. in Industrial Engineering and Management from Fairleigh Dickinson University and has done advanced studies at George Washington University and the University of Michigan. He is a registered Professional Engineer and member of several professional societies.

